MARYLAND'S INCUBATOR UPDATE

Most Recent News on Maryland's Business Incubators

Vol. 10 February 2002

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Technology Assistance Center (TAC) Incubator Lanham, MD

www.pgcedc.com
Contact: Wanda Plumer, email wplumer@pgcedc.com

• Joseph J. James, President and CEO of the Prince George's County Economic Development Corporation (EDC), officially opened the new Technology Assistance Center (TAC) Incubator on Nov. 14, 2001. The 11,000 square foot incubator located adjacent to the EDC's offices in Lanham, Maryland, provides the services that start-up technology companies need to grow.

Trylon, LLC; Systems and Solutions, Inc.; Global Wireless Networks; and CALSHA Computer Technologies have already entered the incubator. HYTEC, Inc. and Integrated Computer Technology, Inc. have plans to move in February. For more information on the TAC incubator contact: Wanda Plumer, 301-429-3044.

Technical Innovation Center (TIC) Hagerstown, MD

Contact: Chris Marschner, email: marschnerc@hjc.cc.md.us

New and Noteworthy

• Smiths Aerospace donated a complete Fritsch Semi-Automatic Pick and Place machine and a FP 904 Pitch System for TIC companies to use. The system provides precise placement of electronic components on a circuit board, allowing a high concentration of circuits in a given area. The value of this donation is estimated in excess of \$40,000.



Graduate News

- **DVF Corporation**, a company that provides production efficiency and quality control expertise to companies, graduated from the TIC in Dec. 2001. The company, which employs eight, is currently leasing 3,500 square feet of space in Hagerstown Business Park.
- **Leecom Inc.**, a company that develops business applications using Microsoft Access and Microsoft office, graduated from TIC in November 2001.
- Integrated Systems Design (ISD), a former TIC company, was acquired by Verestar Government Services in November 2001. Verestar is a division of American Tower, a leading independent owner, operator and developer of wireless communications towers with more than 14,000 sites in the United States, Mexico and Brazil.

Howard County Economic Development Authority's NeoTech Incubator Columbia, MD

www.hceda.org/incubator Contact: Carol Morrison, email: cmorrison@hceda.org

New and Noteworthy

- a2z, Inc. announced contracts for tradeshows and registration for events in Germany, France, Japan, Mexico and the United States. a2z, Inc. creates web-based software designed to help associations and other organizations better manage trade shows, conferences and seminars.
- The NeoTech Incubator was awarded a \$54,450 grant by the Kauffman Center for Entrepreneurial Leadership from the Ewing Marion Kauffman Foundation in Kansas City, Missouri. The NeoTech Incubator is one of 19 locations nationally designated this year to replicate the Kauffman Center's EntrePrep™ program. The program is designed to provide talented, motivated high school juniors with the fundamental skills to start their own businesses and become entrepreneurs.

Maryland Technology Development Center (MTDC) Rockville, MD

Contact: Duc Duong, email: dduong@md.hitech.org

New and Noteworthy

- The MTDC is expanding an additional 5,000 square feet. The construction, which started in November 2001, will be ready for occupancy on February 1, increasing the incubator's overall space to 57,000 square feet.
- **BioMat**, a two-year resident of MTDC, received due diligence reviews before funding commitments by two local angel investor networks, Chesapeake Emerging Opportunities (CEO) and Maryland Angel Council (MAC). BioMat is developing a high performance composite to replace dental filling material, commonly known as amalgram, using novel filler and coating technologies to produce an advanced mercury-free restorative system for tooth reconstruction.



New Tenants at MTDC

- Cell Logic Greg Lennon, Chief Scientific Officer and Senior Vice President Cell Logic, a company developing small molecules and protein therapeutics that can control and regulate the transformation of cells between two distinct phenotypes, will move into the MTDC February 2002.
- MGPS, Inc. James R. Mekemson, President and Co-founder
 MGPS, Inc., a company providing engineered products and services that solve civil infrastructure
 assessment problems using proprietary technologies, will join MTDC in February. MGPS, Inc. is
 marketing its two main products, MGPSgeometry and MGPSsurface to State Departments of Transportation
 and research institutions across the country.
- ALTIGY, LLC Dilip Gokhale, President
 ALTIGY, LLC a company developing the Next Generation Satellite Internet products, will join MTDC in
 February. The company is developing its initial product, Satellite Access Router, which enables service
 providers to deliver current and future Internet services at the right price points and advances traffic and
 resource management to emerging Internet services.

Technology Advancement Program (TAP) University of Maryland, College Park

www.tap.umd.edu
Contact: Irene Barbe email: <u>ih2@umail.umd.edu</u>

New and Noteworthy

• **NetInterests, Inc.** will be hosting its second seminar, explaining the federal law Health Insurance Portability & Accountability Act of 1996 (HIPA) significant implications, at TAP on January 30, 2002 from noon to 2 p.m. For more information, visit www.connectservices.intranets.com.

Graduate News

- TAP graduate, **Cytonix Corp.** has developed a special coating used in the telecommunications industry to improve reception on telecommunications devices during inclement weather.
- **Digene Corp.**, a graduate of TAP, announced the launch of its new drug-research tool called the Hybrid Capture ExpressArray Kit. The kit allows biological researchers to perform complex tests involving thousands of genes. Digene's core business is genetic tests to detect cancers and infectious diseases.
- In January, **Martek Biosciences Corp.** (NASDAQ: MATK), a graduate of TAP, presented at the 20th Annual JP Morgan H&Q Healthcare Conference in San Francisco, Ca. Martek develops, manufactures and sells products from micro-algae.



UMBC Technology Center University of Maryland, Baltimore County

www.umbc.edu/Business/Research Contact: Walt Schulz, email: wschulz@umbc.edu

New and Noteworthy

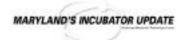
- The bwtech@UMBC Research and Technology Park, built through the UMBC Research Park Corporation and Grosvenor International, a Washington based real estate developer, plans to break ground this summer on its second and third buildings. UMBC's Technology Center and the bwtech@UMBC will have separate and distinct missions. The Technology Center is designed for small, upstart companies. bwtech@UMBC is designed for established, profitable companies. Latitude360, a division of RWD Technologies, was the first company to move into the first building of bwtech@UMBC. The company employs 165.
- UMBC Computer Certification Training Center (CCTC) announced recently that it is joining Sun Microsystems' Sun Academic Initiative. The program is designed to teach the latest information technology skills to an emerging workforce. Enrollees at UMBC CCTC are able to take Sun authorized courses in preparation for the industry standard Sun Certified Java Programmer credential. For more information, go to http://www.umbc.edu/cctc.
- **SMARTbasics** Program resumes with Part I of the SMARTbasics Program in Spring 2002. Participants include senior executives of regional incubators, senior executives of start-up high tech companies and future techpreneurs with a complete business plan. The cost of the course is \$300. For more information, contact Vivian Armor at mailto:armor@umbc.edu.
- **Cybergroup** recently completed its Communications Resource Guide with the consulting firm Booz Allen Hamilton and the Department of Defense (DOD). The guide includes information about professional journals, trade magazines and electronic media with a system and database that allows personnel to easily search for publications by keyword or category. For more information visit www.cybergroup.com.

Maryland Technology Development Corporation (TEDCO)

www.marylandtedco.org

TEDCO Announces \$330,000 Maryland Technology Transfer Fund

The Maryland Technology Development Corporation (TEDCO) (www.MarylandTEDCO.org) announced availability of the Maryland Technology Transfer Fund (MTTF), a support program for Maryland companies wishing to develop technology-based products and/or services in collaboration with Johns Hopkins University (JHU), Morgan State University (MSU) or federal laboratories in Maryland. The MTTF will award non-equity investments of up to \$50,000 per project.



The focus of the program is in support of company technology development projects that transfer technology from JHU, MSU or a federal laboratory in Maryland to the commercial sector and the development of technology-based products and/or services for future government uses. The Fund, made possible by a grant from the Maryland Department of Business and Economic Development (DBED), is also providing \$100,000 to JHU and MSU to develop innovative ways to partner with industry.

Businesses can obtain more information on applying for TEDCO's Maryland Technology Transfer Fund at www.MarylandTEDCO.org or by contacting Steve Fritz at 410-715-4166.

The Maryland Technology Incubator Excellence Program was developed by the Maryland Technology Development Corp. (TEDCO). Currently, TEDCO has programs that aid and promote state-funded incubators, federal and university laboratories to increase technology transfer and Maryland's eCommerce. Governor Parris N. Glendening announced the appointment of Dr. Phillip Singerman as president of the organization in 1999. Heidi Sheppard serves as TEDCO's Manager of Incubator Programs.

Maryland's Incubator Update is presented by the Maryland Business Incubation Association (MBIA) and is funded by a grant from the Maryland Technology Development Corporation (TEDCO). The Update is distributed monthly and is designed and compiled by MGH Public Relations. To submit information, or for more information about TEDCO, contact Ann Marie Lisowski at (410) 902-5051 or alisowski@mghpr.com or log onto www.marylandTEDCO.org.